SOLVED EXAMPLES

1. Which of the following terms best describes those psychological processes that deal with the gathering and processing of information related to social objects, and thus help in making sense of other people and ourselves?
   (a) Pro-social behaviour (b) Social facilitation
   (c) Social Cognition (d) Actor-observer effect

Ans. (c)

2. Which of the branches of psychology studies how a person's thoughts, feelings and actions are affected by the actual, imagined, or implied presence of others.
   (a) Positive psychology
   (b) Abnormal psychology
   (c) Social psychology
   (d) Developmental psychology

Ans. (c)

3. Which of the following are components of an attitude?
   (i) Cognitive (ii) Conative
   (iii) Affective (iv) Aggressive
   (a) Both (i) and (ii) (b) (i), (ii) and (iii)
   (c) (i) and (ii) (d) All of the above

Ans. (b)

4. Which of the following statements best describes the term "attitudes"?
   (a) States of the mind, thoughts or ideas regarding a topic, containing a cognitive, affective and behavioural component.
   (b) Intellectual understanding of a particular topic.
   (c) Positive or negative behaviour towards a particular person.
   (d) Emotions related to a particular subject.

Ans. (a)

5. Which of the following terms can be used to describe the cognitive component of attitudes, which form the ground on which attitudes stand, such as belief in God, or belief in democracy as political ideology.
   (a) Attitude (b) Stereotype
   (c) Values (d) Beliefs

Ans. (d)

6. Which of the following terms is used to describe attitudes or beliefs that contain a 'should' or 'ought' aspect, for example the idea that one should work hard, or that one should always be honest, because honesty is the best policy?
   (a) Beliefs (b) Values
   (c) Attitude (d) Schema

Ans. (b)

7. Which of the following are significant features of an attitude?
   (i) Valence (ii) Centrality
   (iii) Extremeness (iv) Simplicity
   (a) Both (i) and (iii) (b) (i), (ii) and (iii)
   (c) (ii), (iii) and (iv) (d) All of the above

Ans. (d)

8. Dave asks John whether he feels positively or negatively towards nuclear research. John says that he feels positively towards it.
   Which of the following features of attitude does this instance represent?
   (a) Valence (b) Centrality
   (c) Extremeness (d) Simplicity

Ans. (a)

9. Two friends are debating the cutting down of trees for building big companies which provide people with more employment. They both rate their attitude towards the cutting down of trees on a 5-point scale (1 - Very bad, 2 - Bad, 3 - Neutral — neither good nor bad, 4 - Good, to 5 -Very good. One friend rates it 1 and the other rates it 5. According to which feature of the attitude, are these two ratings the same?
   (a) Valence (b) Centrality
   (c) Extremeness (d) Simplicity

Ans. (c)

10. One's attitude towards health and well-being consists of many other attitudes, such as one's concept of physical and mental health, views about happiness and well-being, and beliefs about how one should achieve health and happiness, etc., whereas the attitude towards a particular person is likely to consist mainly of one attitude.
    Which of the following features of an attitude does this example represent?
    (a) Valence (b) Centrality
    (c) Extremeness (d) Simplicity

Ans. (d)

PRACTICE QUESTIONS

1. In the attitude towards world peace, a negative attitude towards high military expenditure may be present as a core attitude that influences all other attitudes in the multiple attitude system.
   Which of the following features of an attitude does this example represent?
   (a) Valence (b) Centrality
   (c) Extremeness (d) Simplicity

2. Sam says "I love vegetarian food because I believe it improves my health, so I will eat only vegetarian food from now onwards."
   Which of the following options correctly identifies the three components of Sam's attitude towards vegetarian food.
   (a) Cognitive - I believe it improves my health, Affective - I love vegetarian food, Behavioral - I will eat only vegetarian food from now onwards
   (b) Cognitive - I love vegetarian food, Affective - I believe it improves my health, Behavioral - I will eat only vegetarian food from now onwards.
   (c) Cognitive - I believe it improves my health, Affective - I will eat only vegetarian food from now onwards, Behavioral - I love vegetarian food
   (d) Cognitive - I will eat only vegetarian food from now onwards, Affective - I love vegetarian food, Behavioral - I believe it improves my health

3. Ram was very close to his mother. He claims that she made him feel safe. When he was a child, she used to peel oranges for him and feed him those orange pieces with her own hands.
   As a result, he loves the smell of oranges. Every time he smells them, he develops feelings of warmth and comfort.
   Through which of the following processes has Ram developed a positive attitude towards the smell of oranges?
   (a) Learning attitudes through modelling
   (b) Learning attitudes through group or cultural norms
   (c) Learning attitudes by association
   (d) Learning through exposure to information

4. Rahul's father helps everyone. Rahul observes that his father is appreciated by everyone for his helpful and kind behaviour towards others. As a result, Rahul behaves kindly towards his friends and others, helping them whenever they need him.
   Through which of the following processes has Rahul learnt a positive attitude towards helping others.
   (a) Learning attitudes through modelling
   (b) Learning attitudes by being rewarded or punished
   (c) Learning attitudes through association
   (d) Learning through exposure to information

5. Which of the following statements best describes the term "norms"?
   (a) They are the behaviours we engage in which will get us optimal happiness.
   (b) They are the unwritten rules about behaviour that everyone is supposed to show under specific circumstances.
   (c) They are the ways in which a person thinks or feels about a particular topic.
   (d) They are the behaviours performed by an individual towards a particular group.

6. By watching documentaries on how animals are slaughtered for food, Ram develops a highly negative attitude towards non-vegetarianism.
   Through which of the following processes has Ram learnt a negative attitude towards non-vegetarianism?
   (a) Learning attitudes through modelling
   (b) Learning attitudes through group or cultural norms
   (c) Learning attitudes by being rewarded or punished
   (d) Learning through exposure to information

7. What is the term used to describe the groups that indicate to an individual the norms regarding acceptable behaviour and ways of thinking?
   (a) Positive groups (b) Cliques
   (c) Social groups (d) Reference groups

8. Which of the following factors influence attitude formation?
   (i) Family and school environment
   (ii) Media-related influences
   (iii) Personal experiences
   (iv) Reference groups
   (a) (i), (ii) and (iii) (b) (i), (iii) and (iv)
   (c) Both (i) and (iii) (d) All of the above

9. Rahul's group of friends strongly believe in the fading values of Hinduism. As a result, they are trying to shed off the western customs and adopt the Indian customs. Whenever they meet anyone, be it friends or family, they greet them with a "namaste" rather than a handshake. They refuse if the other person offers to shake hands. Rahul also began doing the same, thinking that's a good thing to do and since he wanted his friends to like him.
   Which of the following factors influenced the formation of Rahul's positive attitude towards Indian customs?
   (a) Reference group
   (b) Media-related influence
   (c) Personal experience
   (d) Family

10. Mr. Sharma never cared much for his health. He was always busy working and he used to be quite stressed about his work. He also ate very unhealthy food, often eating outside at restaurants and hardly ever eating home-cooked food. Recently, he experienced a heart attack.
    As a result, he realized the importance of caring for his health. Now he exercises daily, eats only home-cooked food and tries to manage his stress levels from work.
    Which of the following factors influenced the formation of Mr. Sharma's positive attitude towards health?

SHOUT
SHARE
IT

(a) Reference group
(b) Media-related influence
(c) Personal experience
(d) Family and school environment

11. Shyam watches a lot of TV. As a result, he also watches a lot of advertisements. This has led to him buying more and more things everyday, believing that they would make his life better in some or the other way.
Which of the following factors influenced the formation of Shyam's positive attitudes towards buying material things?
(a) Reference group
(b) Media-related influence
(c) Personal experience
(d) Family and school environment

12. Which of the following is/are a/the process(es) of attitude change?
(i) Concept of cognitive dissonance
(ii) Concept of balance described in the form of P-O-X triangle
(iii) The two-step concept
(iv) Punishing someone for holding a particular attitude
(a) Both (i) and (ii) (b) Both (iii) and (iv)
(c) (i), (ii) and (iii) (d) All of the above

13. Who proposed the concept of balance described in the form of P-O-X triangle?
(a) Fritz Heider (b) Leon Festinger
(c) S.M. Mohsin (d) Muzafer Sherif

14. Who gave the concept of cognitive dissonance?
(a) Fritz Heider (b) Leon Festinger
(c) S.M. Mohsin (d) Albert Bandura

15. Who proposed the two-step concept?
(a) Fritz Heider (b) Leon Festinger
(c) S.M. Mohsin (d) Muzafer Sherif

16. Which of the following are conditions of imbalance in a P-O-X triangle according to the concept of balance proposed by Fritz Heider?
(i) All three sides of the triangle are negative
(ii) All three sides are positive
(iii) Two sides are negative, and one side is positive.
(iv) Two sides are positive, and one side is negative.
(a) Both (i) and (iv) (b) Both (i) and (ii)
(c) (i), (ii) and (iv) (d) All of the above

17. Which of the following are conditions of balance in a P-O-X triangle according to the concept of balance proposed by Fritz Heider?
(i) All three sides of the triangle are negative
(ii) All three sides are positive
(iii) Two sides are negative, and one side is positive.
(iv) Two sides are positive, and one side is negative.
(a) Both (i) and (iv) (b) Both (i) and (ii)
(c) (i), (iii) and (iv) (d) All of the above

18. David and Arnav are two good friends who are working together for an assignment, given by their psychology teacher. They have to write an article on the topic "Conducting experiments on animals for psychological research." David is in favor of conducting these experiments on animals for the benefit of humankind. Arnav thinks that all life is sacred and hence this is very cruel. Which of the following options correctly determines whether David and Arnav's attitudes towards each other and their attitudes towards the topic, are in a state of balance or imbalance (according to Fritz Heider's concept of balance), and if they are in a state of imbalance, the correct strategy/strategies that could be adopted to achieve a state of balance?
(i) Imbalance, David develops a negative attitude towards the experimentation on animals.
(ii) Imbalance, David develops a negative attitude towards the topic and Arnav develops a positive attitude towards it.
(iii) Balance
(iv) Imbalance, Arnav starts disliking David.
(a) Only (iii) (b) (i), (ii) and (iv)
(c) Both (i) and (iv) (d) Only (iv)

19. Reema and Seema are very good friends and they both believe that social media is a curse and that it has an extremely negative impact on teenagers. They also keep conducting campaigns and writing articles for newspapers and magazines to discourage teenagers from using excess social media.
Which of the following options correctly states whether Reema and Seema's attitudes towards each other and impact of social media on teenagers is in a state of balance or imbalance (according to Fritz Heider's concept of balance), and if they are in a state of imbalance, the correct strategy/strategies that could be adopted to achieve a state of balance?
(i) Balance
(ii) Imbalance, Reema starts disliking Seema
(iii) Imbalance, Reema develops a positive attitude towards social media
(iv) Imbalance, Seema develops a positive attitude towards social media.
(a) Only (i) (b) (ii), (iii) and (iv)
(c) Only (ii) (d) Both (iii) and (iv)

20. After participating in a very boring experiment, a group of students were asked to tell another group of students waiting outside that the experiment was very interesting. For telling this lie to the waiting students, half of the first group of students was paid $ 1, and the other half were paid $ 20. Participants who were paid $1 were thinking "The experiment was very boring, still I told the waiting students that it was interesting only for $1."
Which of the following options correctly states whether the individuals who were paid $1 would experience cognitive dissonance or consonance, and if they are experiencing dissonance, the correct strategy to reduce that dissonance?
(i) Consonance
(ii) Dissonance, the participants who were paid $1 change their thought, now thinking "I lied not just for $1 but because the researchers needed more participants for the research which would ultimately benefit humankind, by furthering the knowledge in their field."
(iii) Dissonance, the participants who were paid $1 now change their thoughts to "I actually found the experiment to be quite interesting."
(iv) Dissonance, the participants who were paid $1 think "I did a very bad thing by lying to those waiting students."
(a) Only (i) (b) (ii), (iii) and (iv)
(c) Only (iv) (d) Both (ii) and (iii)

21. After participating in a very boring experiment, a group of students were asked to tell another group of students waiting outside that the experiment was very interesting. For telling this lie to the waiting students, half of the first group of students was paid $ 1, and the other half were paid $ 20. The participants who were paid $20 were thinking "The experiment was very boring but I lied to the waiting students that it was interesting because I was paid $ 20."
Which of the following options correctly states whether the individuals who were paid $20 would experience cognitive dissonance or consonance, and if they are experiencing dissonance, the correct strategy to reduce that dissonance?
(i) Consonance
(ii) Dissonance, participants who were paid $20 change their thoughts to "The experiment was very interesting."
(iii) Dissonance, participants who were paid $20 change their thoughts to "I did a very bad thing by lying to those waiting students."
(a) Only (i) (b) Both (ii) and (iii)
(c) Only (ii) (d) Only (iii)

22. Which of the following options correctly states the two steps of the two-step concept for attitude change, proposed by S.M. Mohsin?
(a) Identifying the attitude of the person and persuading him/her to change it.
(b) Identification with the source (someone a person has a mutual regard and attraction for) and the person observing the source change his/her attitude.
(c) Presenting the person with information which is inconsistent with his/her attitude and then asking him/her to change the attitude.
(d) Forcing the person to behave in a way that is contradictory to his/her attitude and then asking him/her to change the attitude.

23. Reshma likes a particular actress very much and she sees that the actress also displays respect for her fans. Reshma would like to imitate her. Reshma loves using fairness creams because this actress advertises many fairness creams. One day, Reshma sees that the same actress has now stopped appearing in advertisements for fairness creams and she has now begun speaking in public about how fairness creams make Indian people feel inferior about their skin color and worship westerners who have a fairer skin color. She now believes that fairness creams create twisted beauty standards in Indian society, and has stopped using fairness creams altogether.
Which of the following options best identifies the two steps of the two-step concept given by S.M. Mohsin?
(a) Step 1-Reshma identifies with the actress, Step 2-Reshma observes the actress changing her attitude towards fairness creams.
(b) Step 1-Reshma likes fairness creams, Step 2-Reshma dislikes fairness creams
(c) Step 1-Reshma likes the actress, Step 2-Reshma dislikes the actress
(d) Step 1-Reshma observes the actress changing her attitude towards fairness creams, Step 2-Reshma identifies with the actress

24. Which of the following factors influence attitude change?
(i) Characteristics of the existing attitude
(ii) Source characteristics
(iii) Target characteristics
(iv) Message characteristics
(a) (ii), (iii) and (iv) (b) Only (i)
(c) Both (ii) and (iii) (d) All of the above

25. Which of the following statements is not true about attitude change?
(a) In general, positive attitudes are easier to change than negative attitudes.
(b) Simple attitudes are easier to change than multiple attitudes.
(c) Extreme and central attitudes are easier to change than less extreme, and peripheral attitudes.
(d) In general, congruent changes are easier to bring about than are the incongruent changes in attitudes.

26. Sales of a particular brand of cosmetics increased because of a very famous and attractive actress advertising the brand.
Which of the following factors is mainly influencing the attitude change in this example?
(a) Message characteristics
(b) Target characteristics
(c) Source characteristics
(d) Characteristics of the existing attitude.

27. Sales of a particular brand of toothpaste increased because a dentist was advertising it.
Which of the following factors is mainly influencing the attitude change in this example?
(a) Source characteristics
(b) Message characteristics
(c) Target characteristics
(d) Characteristics of the existing attitude.

28. Which of the following statements is not true about the message characteristics which influence attitude change?
(a) Attitudes will change when the amount of information that is given about the topic is a lot.
(b) Face-to-face transmission of the message is usually more effective than indirect transmission, as for instance, through letters and pamphlets, or even through mass media.
(c) Whether the message contains a rational or an emotional appeal, also makes a difference.
(d) The motives activated by the message also determine attitude change.

29. Below are three advertisements using either rational or emotional appeal to advertise their products. Look at the advertisements and identify which of the options that follow correctly identifies the type of advertising appeal used in each of these advertisements.

(a) Rational appeal, emotional appeal, and rational appeal
(b) Rational appeal, emotional appeal, emotional appeal
(c) Emotional appeal, emotional appeal, emotional appeal
(d) Rational appeal, Rational appeal, rational appeal

30. Which of the following are the target characteristics which influence attitude change?
(i) Persuasibility
(ii) Intelligence
(iii) Self-esteem
(iv) Prejudices
(a) Both (i) and (ii) (b) (ii), (iii) and (iv)
(c) (i), (ii) and (iv) (d) All of the above

31. Which of the following statements is not true for target characteristics that influence attitude change?
(a) People, who have a more open and flexible personality, change attitudes more easily.
(b) People with strong prejudices are less prone to any attitude change than those who do not hold strong prejudices.
(c) Persons who have a high self-esteem, and are very confident about themselves, change their attitudes more easily than those who are low on self-esteem.
(d) More intelligent people may change their attitudes less easily than those with lower intelligence. However, sometimes more intelligent persons change their attitudes more willingly than less intelligent ones, because they base their attitude on more information and thinking.

32. Which of the following conditions is/are not true for obtaining consistency between attitudes and behaviour?
(i) The person's behaviour is being watched or evaluated by others.
(ii) The attitude is strong, and occupies a central place in the attitude system
(iii) The person is aware of her/his attitude,
(iv) There is high external pressure for the person to behave in a particular way.
(a) Both (i) and (iv) (b) Only (iii)
(c) Both (ii) and (iii) (d) (i), (iii) and (iv)

33. Which of the following statements is/are true about attitude-behaviour relationship?
(i) Sometimes, a person might change his/her attitude in order to make it consistent with abehaviour that the person has already engaged in.
(ii) An individual's attitude is always consistent with his/her behaviour.
(iii) An individual's attitude is always inconsistent with his/her behaviour.
(iv) An individual's behaviour may or may not be consistent with his/her attitude.
(a) Only (ii) (b) Only (iii)
(c) Both (i) and (iv) (d) Only (iv)

34. Akash watched a movie that he didn't like. But some of his friends liked the movie and said that it was great, so he also started believing that it was good. This was because Akash has a very low self-esteem.
Which of the following factors mainly influenced the attitude change for Akash?
(a) Message characteristics
(b) Target characteristics
(c) Source characteristics
(d) Characteristics of the existing attitude

35. Naman is fascinated by Horlicks' advertisement which claims to make children taller, stronger and sharper. Next day when he goes to the supermarket with his mother, he begins to urge her to buy Horlicks for him.
Which of the following factors is mainly influencing Naman's attitude change here?
(a) Message characteristics
(b) Source characteristics
(c) Target characteristics
(d) Characteristics of the existing attitude

36. Even though Ramu didn't care about vaccines for children, he takes his 3 year old child to get vaccinated when a nice lady sent by the state government comes to his village to personally administer vaccines to children. He did so because he thought that if the government has sent people personally to their village to administer vaccines, it must be quite essential for his child's health.
Which of the following factors is mainly influencing Ramu's change in attitude here?
(a) Source characteristics
(b) Target characteristics
(c) Message characteristics - mode of message communication
(d) Message characteristics - type of appeal

37. Which of the following statements best describes the term "prejudice"?
(a) Behavior that shows a distinction being made between two or more persons, often on the basis of the person's (or persons') membership of a particular group.
(b) A mental structure that provides a framework, set of rules or guidelines for processing information about any object.
(c) A prejudgment, usually a negative attitude that is unverified, and is often towards a group.
(d) It is a cluster of ideas regarding the characteristics of a specific group. It is the cognitive component of an attitude.

38. Which of the following statements best describes the term "discrimination"?
(a) Behavior that shows a distinction being made between two or more persons, often on the basis of the person's (or persons') membership of a particular group.
(b) A mental structure that provides a framework, set of rules or guidelines for processing information about any object.
(c) A prejudgment, usually a negative attitude that is unverified, and is often towards a group.
(d) It is a cluster of ideas regarding the characteristics of a specific group. It is the cognitive component of an attitude.

39. Which of the following statements is/are true about the relationship between prejudice and discrimination?
(i) Prejudice always leads to discrimination
(ii) Discrimination can be shown without prejudice
(iii) Prejudice never leads to discrimination
(iv) Prejudice may or may not be shown in the form of discrimination.
(a) Only (i) (b) Both (ii) and (iv)
(c) Only (iv) (d) Only (iii)

40. Which of the following are possible sources of prejudice?
(i) Scapegoating
(ii) Kernel of truth concept
(iii) A strong social identity and ingroup bias
(iv) Learning
(a) Both (iii) and (iv) (b) (i), (iii) and (iv)
(c) Only (ii) (d) All of the above

41. The people of a political party are very closely bonded and hold their party in high esteem.
All the members of the party are Hindus and the party uses Hinduism as its agenda. In order to boost the positive attitude towards their own party, the members display hatred towards other religious groups, considering them and their beliefs to be inferior.
Which of the following is the main source of prejudice in this example?

(a) Scapegoating
(b) A strong social identity and ingroup bias
(c) Kernel of truth concept
(d) Self-fulfilling prophecy

42. Rakesh is born in a family where his parents consider people from all western countries as stupid and cruel. As a result, Rakesh also developed negative attitudes towards people from western countries.
Which of the following is the main source of prejudice in this example?
(a) Learning
(b) Scapegoating
(c) Kernel of truth concept
(d) Self-fulfilling prophecy

43. In the United States in the period post Affirmative Action, government initiatives availed jobs to the black and gave them better educational opportunities due to their prevailing socio-economic conditions and exploitation, however during this period, the whites blamed the blacks for 'stealing' their jobs. The anger and frustration that was directed towards the government was being taken out on the other group leading to discrimination towards that particular group.
Which of the following is the main source of prejudice in this example?
(a) Kernel of truth concept
(b) Self-fulfilling prophecy
(c) Scapegoating
(d) A strong social identity and ingroup bias

44. Sociologists have documented how labeling Black and Latino boys as delinquents or criminals leads to delinquent and criminal behaviour. This particular self-fulfilling prophecy has become so common across the U.S. that sociologists have given it a name: the school-to-prison pipeline.
Which of the following is the main source of prejudice in this example?
(a) Kernel of truth concept
(b) Self-fulfilling prophecy
(c) Scapegoating
(d) A strong social identity and ingroup bias

45. Rohan thinks that girls are poorer at mathematics compared to boys. Most of his friends believe the same. Now even though he has seen very few girls who are poor at mathematics and many who are good at it, he sees it as a proof that it's true that girls are poorer at mathematics compared to boys.
Which of the following is the main source of prejudice in this example?
(a) Kernel of truth concept
(b) Self-fulfilling prophecy
(c) Scapegoating
(d) A strong social identity and ingroup bias

46. Which of the following is not a strategy for handling prejudice?
(a) Discouraging the tendency towards self-fulfilling prophecy among the victims of prejudice.
(b) Reducing intergroup contact.
(c) De-emphasising a narrow social identity based on the ingroup.
(d) Minimizing opportunities for learning prejudices.

47. Which of the following are conditions for intergroup contact to reduce prejudice between two groups?
(i) The two groups meet in a cooperative rather than competitive context.
(ii) Close interactions between the two groups so that they get to know each other better.
(iii) The two groups are not different in power or status.
(iv) No close interactions between the two groups.
(a) (i), (iii) and (iv)
(b) Both (i) and (ii)
(c) Only (ii)
(d) (i), (ii) and (iii)

48. In a school in Texas, Aronson put the students into mixed-race groups. Each group had to present a lesson, with each member of the group being responsible for a seperate part of the lesson. This enhanced their self-esteem, increased the liking between the classmates and improved perceptions of other racial groups in the class.
Which of the following strategies was mainly used by Aronson here to reduce prejudice?
(a) Discouraging the tendency towards self-fulfilling prophecy among the victims of prejudice.
(b) Education and information dissemination, for correcting stereotypes.
(c) Increasing intergroup contact.
(d) Scolding the prejudice holders.

49. In a cricket match between India and Pakistan, fans of both the teams generally expressed hostility towards each other. However, a test series was organized pitting Asian countries against western countries. The rules were such that if India lost, Pakistan would play for the Asian team, and if Pakistan lost, India would play in its place against the western countries. As a result, the feelings of hostility between the fans of India and Pakistan reduced after this test series. Now the people of two countries began seeing themselves as "Asians" rather than "Indians and Pakistanis".
Which of the following strategies is mainly being used to reduce prejudice between India and Pakistan here?
(a) De-emphasising a narrow social identity based on the ingroup
(b) Discouraging the tendency towards self-fulfilling prophecy among the victims of prejudice.
(c) Increasing intergroup contact
(d) Minimizing opportunities for learning prejudices

50. Lately the media and movies have been highlighting women's success stories to break the prejudice that women are not capable of reaching great heights. Many documentaries have also been made which show the success stories of prominent females around the world. These documentaries highlight the positive qualities of these women which made them reach such great heights.
Which of the following strategies is mainly being used to reduce the prejudice against women in terms of career success here?
(a) De-emphasising a narrow social identity based on the ingroup.
(b) Discouraging the tendency towards self-fulfilling prophecy among the victims of prejudice.
(c) Increasing intergroup contact.
(d) Education and information dissemination.

51. Which of the following terms best describes a mental structure that provides a framework, set of rules or guidelines for processing information about any object?
(a) Prototype
(b) Stereotype
(c) Schema
(d) Prejudice

52. Which of the following statements best describes the term "prototype"?
(a) A schema in the form of a category representing all the possible qualities of an object or a person.
(b) Category-based schemas that are related to groups of people.
(c) A prejudgment, usually a negative attitude that is unverified, and is often towards a group.
(d) States of the mind, thoughts or ideas regarding a topic, containing a cognitive, affective and behavioural component.

53. Ashok who belongs to the high social class in the society believes that people who are poor must be lazy, that if they just worked harder, they might be successful too. Ashok is displaying what psychologists call the just-world phenomenon, which states that the world is just, and therefore people often get what they deserve. As a result of holding this belief, Ashok votes against the welfare program which will aid the poor.
Which of the following options correctly identifies the prejudice and discrimination displayed by Ashok?
(a) Prejudice - voting against the welfare program which will aid the poor, Discrimination - the belief that the world is just and that poor people desrve what they have.
(b) Prejudice - belief in a just world, thinking that poor people are poor because of their laziness, Discrimination - voting against the welfare program which will aid the poor
(c) Prejudice - belief in a just world, thinking that poor people are poor because of their laziness, No Discrimination
(d) Prejudice - belonging to high social class in the society, Discrimination - hating the poor

54. Which of the following is not a sub-process for the process of impression formation?
(a) Selection
(b) Inference
(c) Disintegration
(d) Organization

55. Which of the following is/are the factors influencing impression formation and attribution?
(i) Personality characteristics of the perceiver
(ii) Situational factors
(iii) The nature of information available to the perceiver
(iv) Social schemas in the perceiver (including stereotypes)
(a) Only (iii)
(b) Both (ii) and (iii)
(c) (i), (iii) and (iv)
(d) All of the above

56. An interviewer interviews a young man for an IT job. The man is quite handsome, physically fit and very well dressed. As a result, the interviewer thinks that the man would also have great skills in the IT field, would be very intelligent, and hence a great asset to the company. The interviewer then hires the man.
Which of the following terms accurately describes the interviewer's bias in forming an impression of this young interviewee in this example?
(a) Halo effect
(b) Primacy effect
(c) Actor-observer effect
(d) Recency effect

57. Which of the following statements best describes the difference between impression formation and attribution?
(a) In impression formation, the perceiver generally forms a good impression of the target person and in attribution, the perceiver generally perceives the target negatively.
(b) In impression formation, the perceiver responds to a given information, about the qualities of the target, organizes this information, and draws inferences about the target, whereas in attribution, the perceiver assigns a particular cause to the target's behaviour.

(c) In impression formation, the perceiver forms a wider perception of the target whereas in attribution, the perceiver forms a narrow perception of the target.
(d) In impression formation, the perceiver is affected by his own personality characteristics while forming an impression of the target, whereas in attribution, the perceiver is not influenced by his own personality.

58. Rahul has got a choice between two dates.
The first date is envious, stubborn, critical, impulsive, industrious and intelligent.
The second date is intelligent, industrious, impulsive, critical, stubborn, and envious.
He chooses the second date due to the positive qualities being described in the beginning in the description of the second date.
Which of the following terms best represents the tendency that Rahul is displaying while choosing his date?
(a) Recency effect
(b) Halo effect
(c) Primacy effect
(d) Fundamental attribution error

59. In your psychology textbook, the critical notes and points of that topic are given at the end of the chapter like a summary. Because it is easier for you to remember what you read at the end.
Which of the following terms best represents the reason behind putting the critical points at the end of the chapter instead of the beginning?
(a) Recency effect
(b) Halo effect
(c) Primacy effect
(d) Overgeneralization

60. Giselle was quite upset after failing in her exam. So in order to make herself feel better, she told herself that the question paper was really hard this time. According to Bernard Wiener's classification of causal factors, which of the following options correctly identifies the causal explanation given by Giselle for failing in the exam, as stable/unstable and internal/external?
(a) External, Stable (b) Internal, unstable
(c) Internal, stable (d) External, unstable

61. Nancy is a very hard-working girl who is going to participate in the inter-school basketball competition. Even though she practises a lot before the match, she isn't able to score many baskets in the match. After this experience, Nancy thinks that she is simply not capable of playing good basketball.
According to Bernard Wiener's classification of causal factors, which of the following options correctly identifies the causal explanation given by Nancy for her performance in the basketball match as stable/unstable and internal/external?
(a) External, stable (b) External, unstable
(c) Internal, stable (d) Internal, unstable

62. Siddharth had only played the game of billiards a few times previously. One day, he decided to go play billiards with his college friends. To his surprise, he ends up beating all his friends in the match. He explains his great performance in the game by thinking that he just got lucky this time.
According to Bernard Wiener's classification of causal factors, which of the following options correctly identifies Siddharth's causal explanation for his performance in the billiard match as stable/unstable and internal/external?
(a) External, stable (b) External, unstable
(c) Internal, stable (d) Internal, unstable

63. Vibhor was very nervous about a class presentation that he had to give in a few days. On the day of the presentation, the teacher chose his presentation as the best among all the other presentations given by his classmates. His mother, who had seen him so nervous before the presentation, told him "See? Your hard work paid off!"
According to Bernard Wiener's classification of causal factors, which of the following options correctly identifies the causal explanation given by Vibhor's mother for Vibhor's class presentation being selected as the best?
(a) External, stable
(b) Internal, stable
(c) External, unstable
(d) Internal, unstable

64. Raju sees a person on the road having trouble starting their car. He decides to help the person by giving him a piece of advice on something he should do to get the car started. The person snaps at you. You feel angry and think that the person is a rude, misbehaved individual who does not value the help someone is trying to offer.
However, the person actually behaves like this because a lot of people have offered the person the same piece of advice that Raju did and it didn't work; and the person has already had a rough day and the car getting spoiled was just too much to deal with when he was already getting late for a meeting.
Which of the following biases best explains the mistake being made by Raju in explaining the person's behaviour?
(a) Halo effect
(b) Recency effect
(c) Fundamental attribution error
(d) Hindsight bias

65. Which of the following terms best describes a person's overall tendency for people to give greater weightage to internal or dispositional factors, than to external or situational factors?
(a) Actor-observer effect
(b) Halo effect
(c) Primacy effect
(d) Fundamental attribution error

66. Puneet is a teenager who rides a bike. Sometimes, when he is riding his bike a little rashly, he thinks that it's okay because he is getting late to be somewhere. However when he sees other teenagers driving rashly, he thinks that it's because they are trying to "act cool".
Which of the following terms best describes Puneet's tendency to attribute his behaviour to a situational factor and others' behaviour to their personality characteristics?
(a) Actor-observer effect (b) Halo effect
(c) Primacy effect (d) Hindsight bias

67. In 1898, Norman Triplett conducted an experiment where children were asked to wind thread on a reel. There were two conditions, one where the children were working alone, and the other where children were pairs, but worked alone. In his findings, Norman observed that children worked faster when there was competition. Which of the following terms best explains Triplett's findings?
(a) Social loafing
(b) Diffusion of responsibility
(c) Social facilitation due to co-action
(d) Pro-social behaviour

68. Reena is a very good singer. She is part of the music society in her college and has won many awards in singing contests. She participates in an inter-college singing competition organized by her college where she has to sing in front of a huge audience. Her friends tell her that she sang better on the stage compared to when she is alone.
One day, Reena also decides to participate in an inter-college debate competition. She has hardly ever participated in any debates in her school or college, but she just wanted to give it a try now. After the competition, Reena's friends tell her that she was performing better when she was practicing debating with her friends but she did worse on the stage.
What could be the reason that the presence of an audience had different effects on Reena's singing and debating performance?
(a) Reena's friends motivated her for the singing competition and they didn't for the debate competition.
(b) Singing is a more familiar task for Reena compared to debating which is unfamiliar.
(c) Reena practiced singing more in the two days before the singing competition compared to practicing debating in the two days before the debate competition.
(d) Reena has a good voice for singing but she is just not made for debating.

69. Shruti is a gymnast. She was preparing for her gymnastic performance in the opening ceremony of the Commonwealth games. She had been practicing a lot for her performance prior to the day of the opening ceremony. However she was frustrated because most of the time, she was making some or the other mistake. Finally on the day of the opening ceremony, her performance was flawless. She explained this by saying that she was aroused due to the fear of being judged. She wanted to be praised by everyone and avoid criticism for making any mistakes.
Which of the following is the main reason that describes Shruti's flawless gymnastic performance on the opening day ceremony despite mistakes in her performance when she was alone?
(a) Shruti is a very good gymnast.
(b) Shruti got lost in her performance on the opening day.
(c) Shruti was experiencing evaluation apprehension.
(d) Shruti was competing against other gymnasts.

70. Raju was making a team for a district-level tug-of-war competition. He was selecting members for his team. He tested some sportspersons by making them engage in a tug-of-war against each other. He measured the individual forces exerted by these sportspersons when they were competing against one another. He finally selected a group of 7 people who exerted the largest forces in one-on-one tug-of-war matches. He added the individual forces exerted by each member to calculate the total force that they will exert as a team, against the other team in the district-level tug-of-war match. Raju knew that the other team was very strong but he wasn't worried because the total force that he calculated was very large.
When the match took place, Raju's team lost. He couldn't understand why this had happened.
Identify the social phenomenon being displayed by Raju's team here, along with one reason for the same.
(a) Social loafing, diffusion of responsibility.
(b) Social facilitation, diffusion of responsibility.
(c) Co-action effect, competition with the other team.
(d) Cognitive dissonance, they think that they are weak and therefore they can't win even by trying hard.

71. Which of the following are the necessary conditions for a behaviour to be labeled as a pro-social behaviour?
(i) The behaviour is done willingly by the person, and not because of any kind of pressure.
(ii) The aim of the person engaging in the behaviour is to benefit or do good to another person or other persons.
(iii) The behaviour involves some difficulty or 'cost' to the person giving help.
(iv) The behaviour is done without expecting anything in return.
(a) Both (ii) and (iv) (b) Only (ii)
(c) (i), (ii) and (iv) (d) All of the above

72. Provided below are some behaviours performed by some people. Go through them and identify which of them is/are pro-social behaviour(s).
(i) Mrs. Gupta does a lot of charity work so that her name and picture will appear in the newspapers, as a result of which her business will flourish.
(ii) Mr. Bhayana donates money to an NGO for underprivileged children every month, because of the new policy introduced by the government which requires people to donate a particular percentage of their monthly profit to NGOs as part of "Corporate Social Responsibility".
(iii) Mrs. Choudhary is driving to an important conference. In the middle of the road, she sees a stranded motorist changing a tire. She stops to help him even though she is getting late for her conference and she is getting nothing in return as such.
(iv) Mr. Sharma is driving to his office. He takes the shortcut, unaware that there is a small tree lying in the middle of the road on the shortcut path, due to a storm that took place the previous day. Since he is getting late, and thinks that it will take him very long if he goes back and takes the long route, Mr. Sharma calls some men with a hauler fortunately standing nearby and asks them to help him remove the tree. Mr. Sharma finally makes it to his office on time. This also helps other drivers who use that road after Mr. Sharma.
(a) Both (i) and (iv) are pro-social behaviours
(b) None of the above are pro-social behaviours
(c) Only (iii) is a pro-social behaviour
(d) All of the above are pro-social behaviours

73. Below are descriptions of some people. Read the descriptions and answer which of the following people are highly likely to engage in pro-social behaviour in the given situation or if no situation is provided, in general?
(i) Anchit is brought up in a family environment that sets examples of helping others, emphasizes helping as a value, and praises helpfulness.
(ii) Shashwat is a highly empathetic person.
(iii) Anant's friends are all donating to an NGO to help the poor. They also ask him to donate. Anant thinks that poor people are themselves responsible for their poverty, that they didn't work hard enough because of which they are poor.
(iv) Mayank is from a culture which encourages independence, which means that people are expected to take care of themselves, and not depend on help from others.
(v) Dinesh's friend doesn't have enough money to go on a school trip. Dinesh thinks of helping him but he feels that his friend will feel insulted and will be angry at him.
(vi) Parul is walking to the market. On the way, she sees a man beating up a woman very badly. There are many people gathered there who are looking at this incident but no one is coming forward to help the woman.
(vii) Naresh's friend asks him to teach him some subjects he is facing problems in. In the past, this friend has helped Naresh on multiple instances like saving him from some bullies etc.
(a) Shashwat, Dinesh, Parul and Naresh are highly likely to engage in pro-social behaviour.
(b) Achit, Shashwat and Naresh are highly likely to engage in pro-social behaviour.
(c) No one is highly likely to engage in pro-social behaviour.
(d) Everyone is highly likely to engage in pro-social behaviour.

74. Which of the following terms correctly describes the tendency for a person to think in a situation where others are also working with him/her, that it is not her/his responsibility alone to put efforts or give help, and that other members are also responsible and will therefore do the task or provide help.
(a) Diffusion of responsibility
(b) Fundamental attribution error
(c) Norm of reciprocity
(d) Halo effect

75. Which of the following social norms make pro-social behaviour more likely to occur?
(i) Norm of equity
(ii) Norm of social responsibility
(iii) Norm of reciprocity
(a) Only (i) (b) Only (ii)
(c) Both (ii) and (iii) (d) All of the above

76. Anusha thinks that it is fair to help a person who has lost his/her house and all the belongings in a flood while someone who has lost all of his/her money due to gambling does not deserve any help.
Which of the following social norms is being activated for Anusha here?
(a) Norm of reciprocity
(b) Norm of equity
(c) Norm of social responsibility.
(d) None of these

77. Ankita comes across a drunk person dressed in ragged clothes lying unconscious in the street. She makes him regain his consciousness, then feeds him something and gives him some money as well which could help him survive for around a month. Ankita does all this because she thinks that we should help anyone who needs help, without considering any other Factor.
Which of the following social norms is Ankita displaying here?
(a) Norm of reciprocity
(b) Norm of equity
(c) Norm of social responsibility.
(d) None of these

78. Rajesh lives alone. His neighbor asks him to lend him some money. Rajesh lends it to him because he thinks that he should help his neighbor because his neighbor also helped him in the past by taking care of him when was sick and alone.
Which of the following social norms is being activated for Rajesh in this situation?
(a) Norm of reciprocity
(b) Norm of equity
(c) Norm of social responsibility.
(d) None of these

6. Attitude and Social Cognition

1. (b)	2. (a)	3. (c)	4. (a)	5. (b)	6. (d)	7. (d)	8. (d)	9. (a)	10. (c)
11. (b)	12. (c)	13. (a)	14. (b)	15. (c)	16. (a)	17. (b)	18. (c)	19. (a)	20. (d)
21. (a)	22. (b)	23. (a)	24. (d)	25. (c)	26. (c)	27. (a)	28. (a)	29. (a)	30. (d)
31. (c)	32. (a)	33. (c)	34. (b)	35. (a)	36. (c)	37. (c)	38. (a)	39. (b)	40. (d)
41. (b)	42. (a)	43. (c)	44. (c)	45. (a)	46. (b)	47. (d)	48. (c)	49. (a)	50. (d)
51. (c)	52. (a)	53. (b)	54. (c)	55. (d)	56. (a)	57. (b)	58. (c)	59. (a)	60. (d)
61. (c)	62. (a)	63. (d)	64. (c)	65. (d)	66. (a)	67. (c)	68. (b)	69. (c)	70. (a)
71. (d)	72. (c)	73. (b)	74. (a)	75. (d)	76. (b)	77. (c)	78. (a)		